



FY2016 3rd quarter
Consolidated Financial Report

(April 1, 2015 through December 31 , 2015)

February 3, 2016

AISIN SEIKI Co., Ltd.

(<http://www.aisin.com/>)

① Sales increased comparing to last year due to such factors as favorable sales of classy and large cars in North America and Chinese robust market with the effect of tax cuts of small cars.
Besides that, we have increased volume of AT sales to European OEMs.

② Operating income and Ordinary income increased from last year due to a cost structure improvement and forex gain, in spite of an increase of fixed cost such as R&D and depreciation with Investments for new products and increase of capacity.

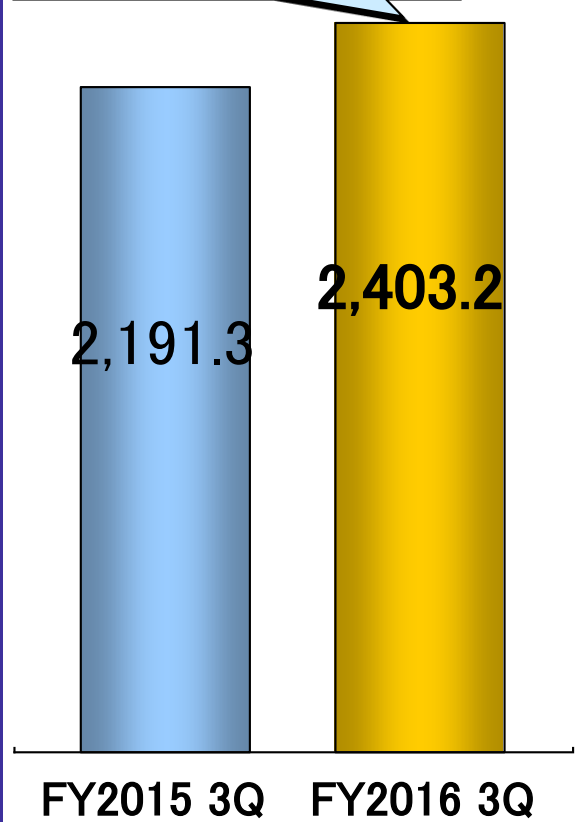
③ The annual forecast of Sales and Income is not revised due to delayed recovery of Thai and Indonesian market and slowdown of sales number of AT in China, especially with Chinese car makers, in spite of the favorable tendency in Europe and North America.

* Consolidated forecast for FY2016 does not include factors that some customers will stop their productions around the middle of February.

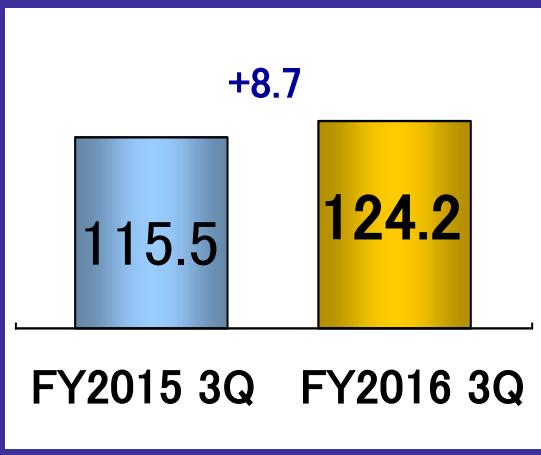
Billion yen

Net Sales

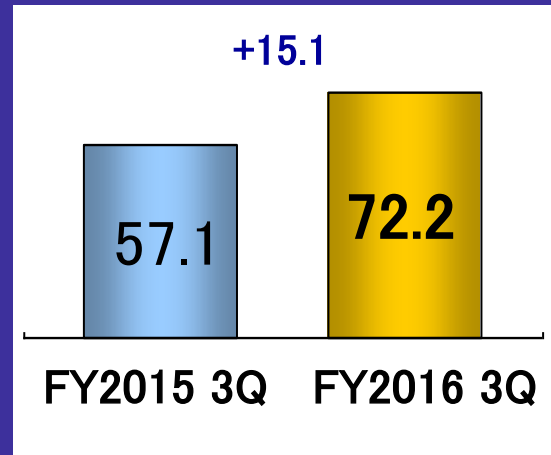
+ 211.9 billion yen
(+9.7%)



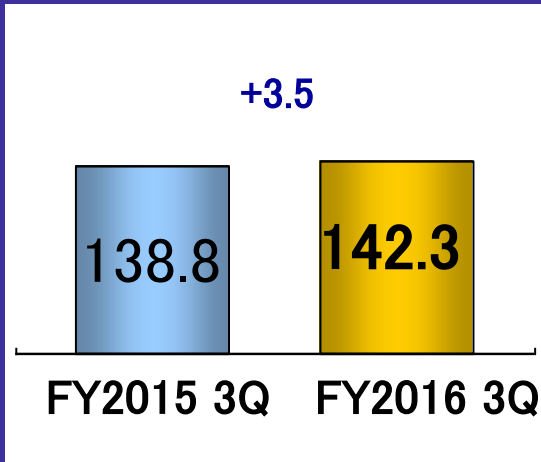
Operating Income



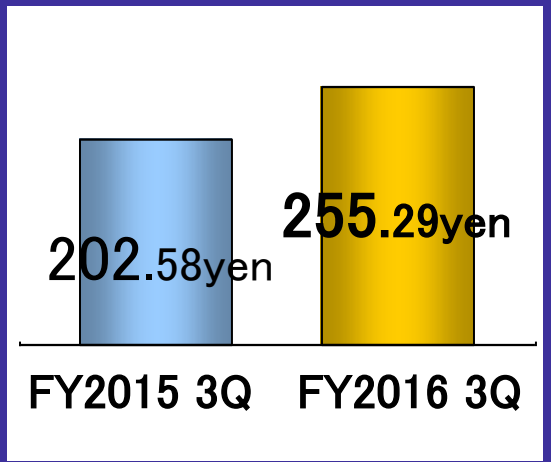
Net Income



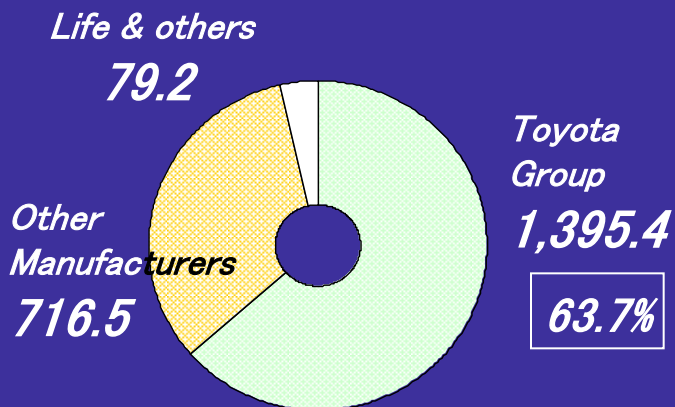
Ordinary Income



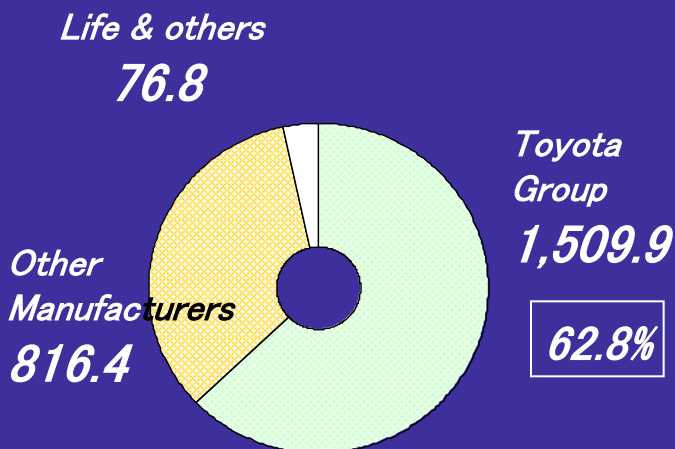
EPS



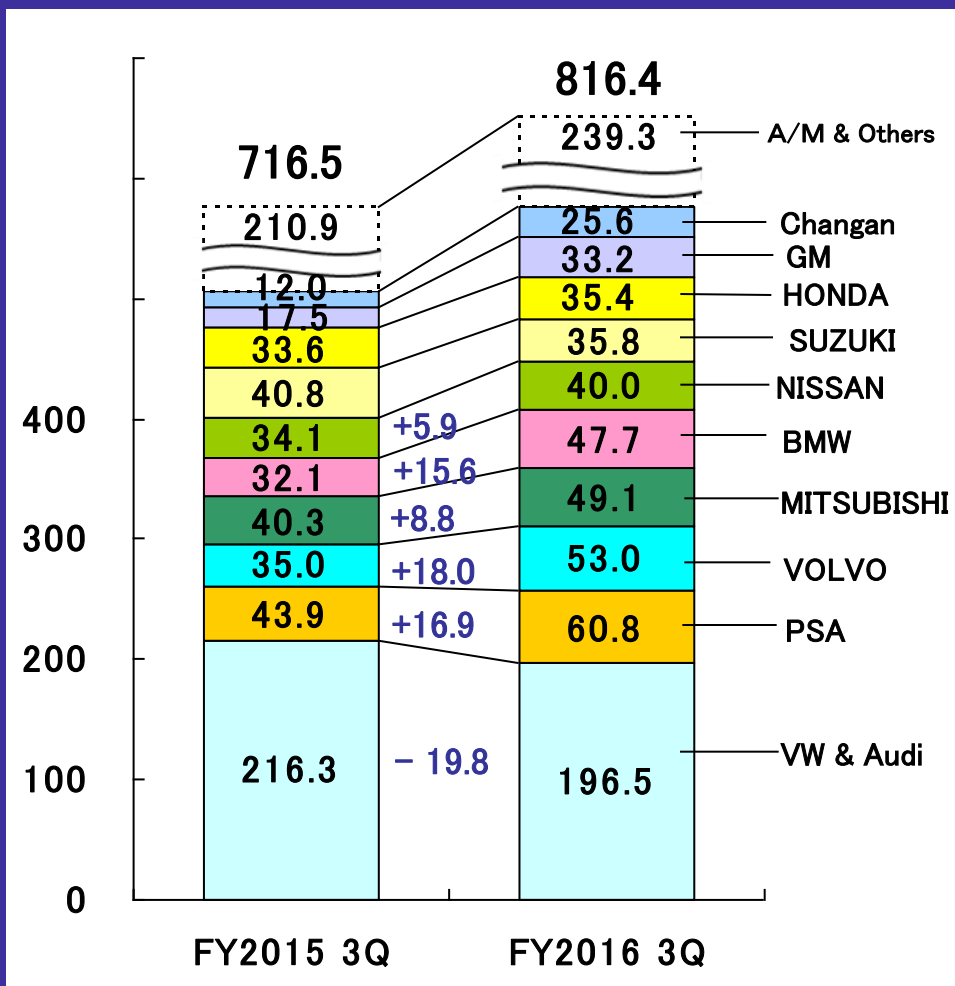
FY2015 3Q 【 Sales 2,191.3】



FY2016 3Q 【 Sales 2,403.2】

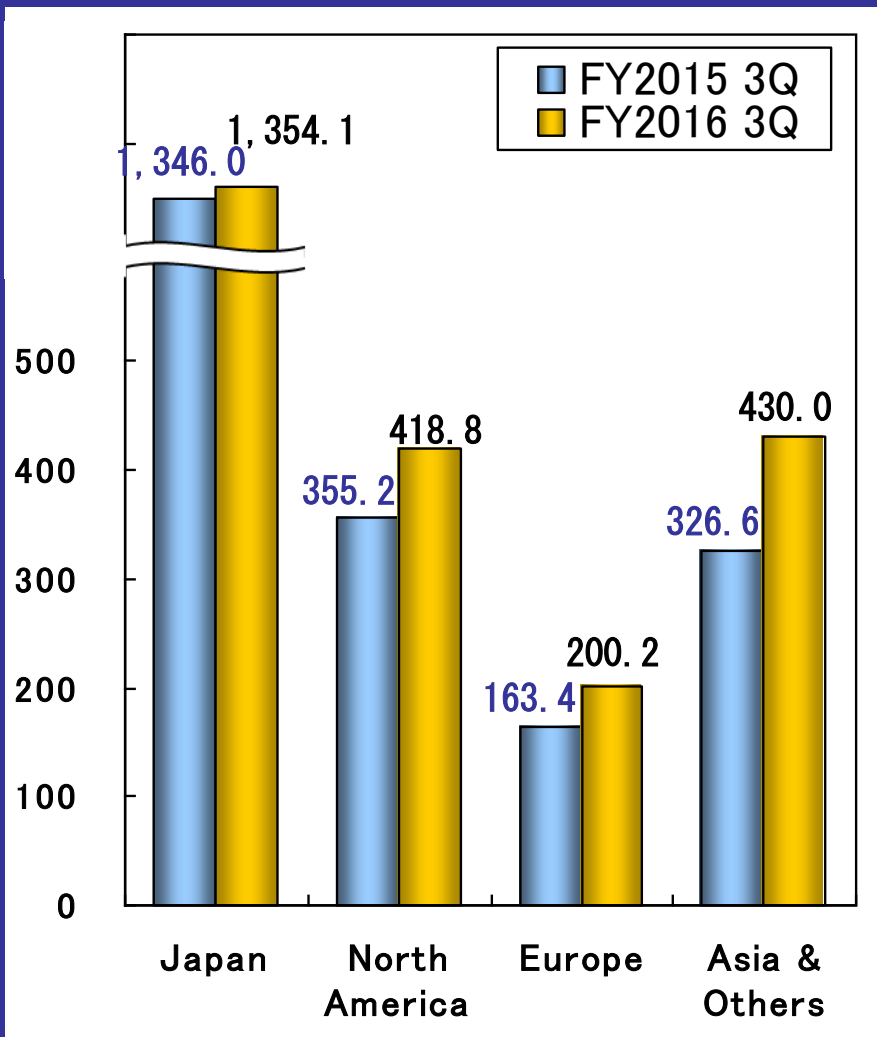


Other Manufacturers sales breakdown



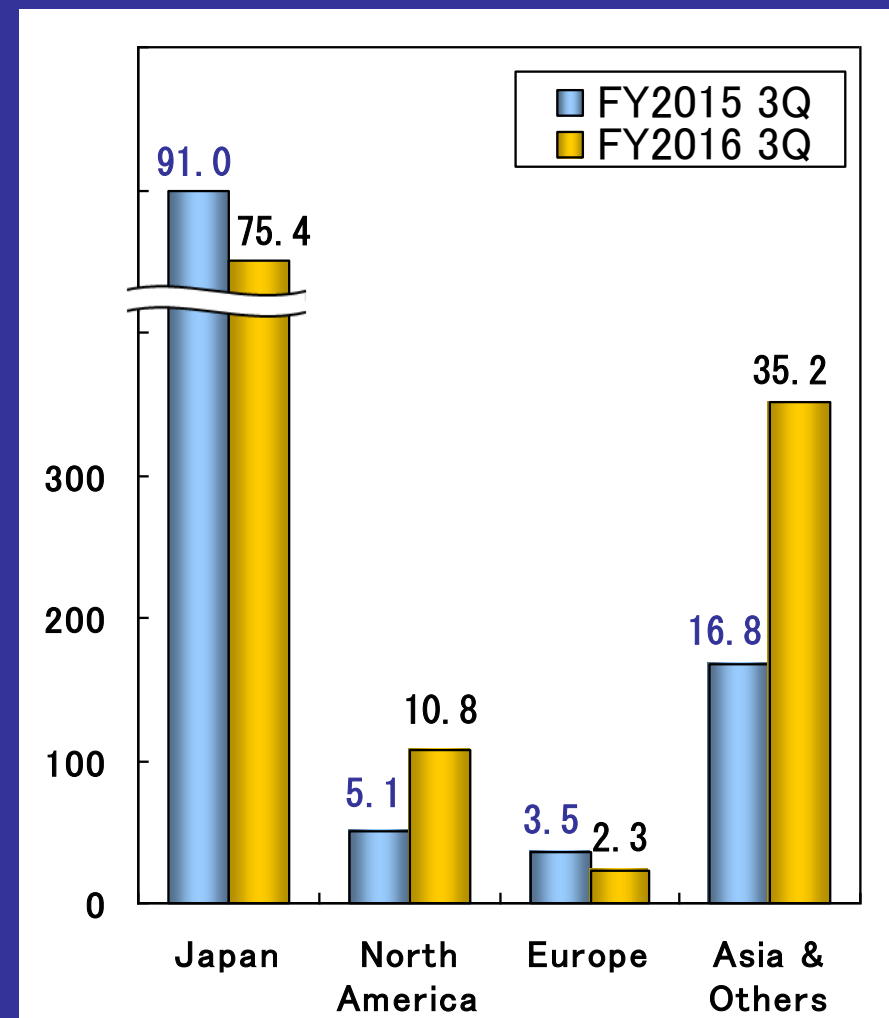
Net Sales

Billion yen



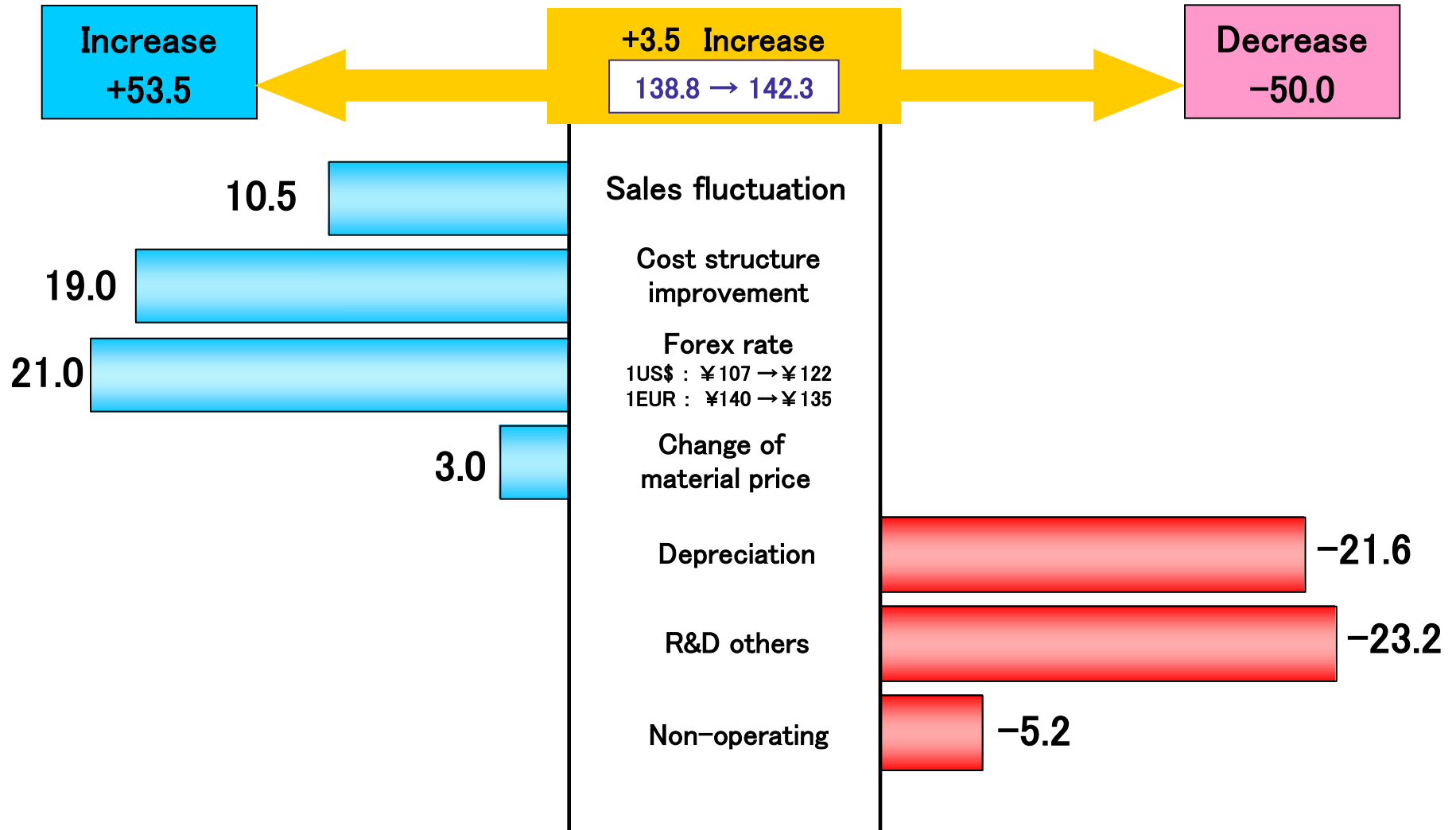
Operating Income

Billion yen



【FY2015 3Q / FY2016 3Q】

Billion yen



Consolidated Operating Forecast (FY2016 – 12 months)

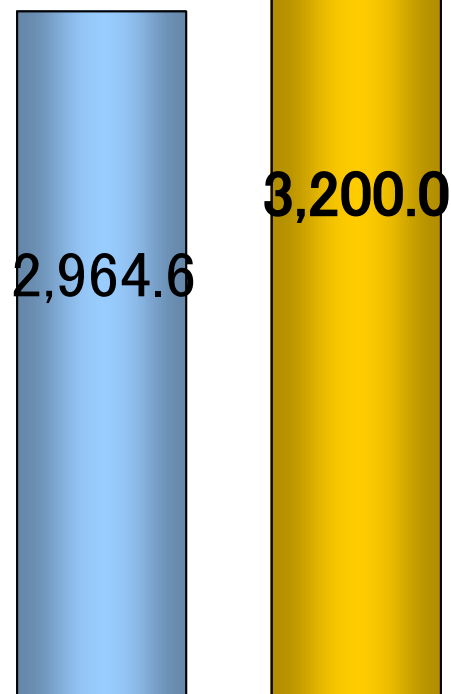
※Due to a change of accounting policy, the results of FY2015 reflects some retroactive adjustments.

AISIN

Billion yen

Net Sales

+ 235.4billion yen
(+7.9%)

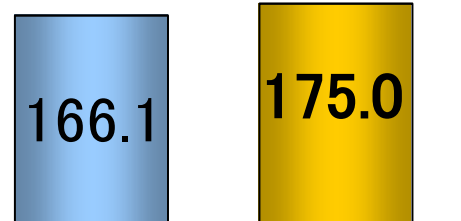


FY2015

FY2016

Operating Income

+8.9

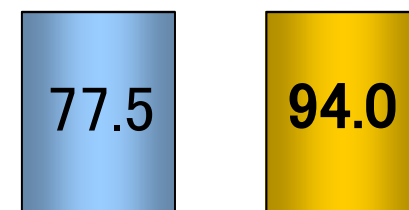


FY2015

FY2016

Net Income

+16.5

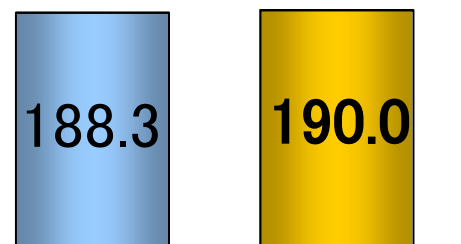


FY2015

FY2016

Ordinary Income

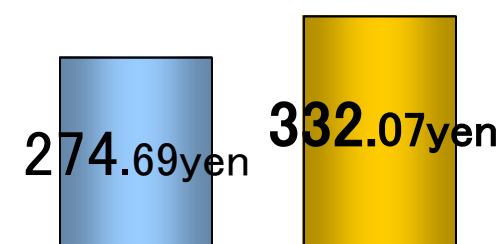
+1.7



FY2015

FY2016

EPS



FY2015

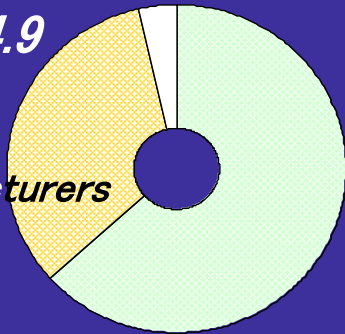
FY2016

Forecast of Sales by Customer (FY2016 – 12 months)

FY2015 【Sales 2,964.6】

Life & others
104.9

Other
Manufacturers
978.3

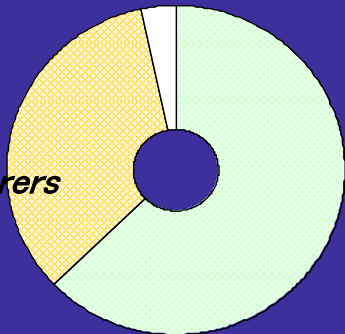


Toyota
Group
1,881.3
63.5%

FY2016 【Sales 3,200.0】

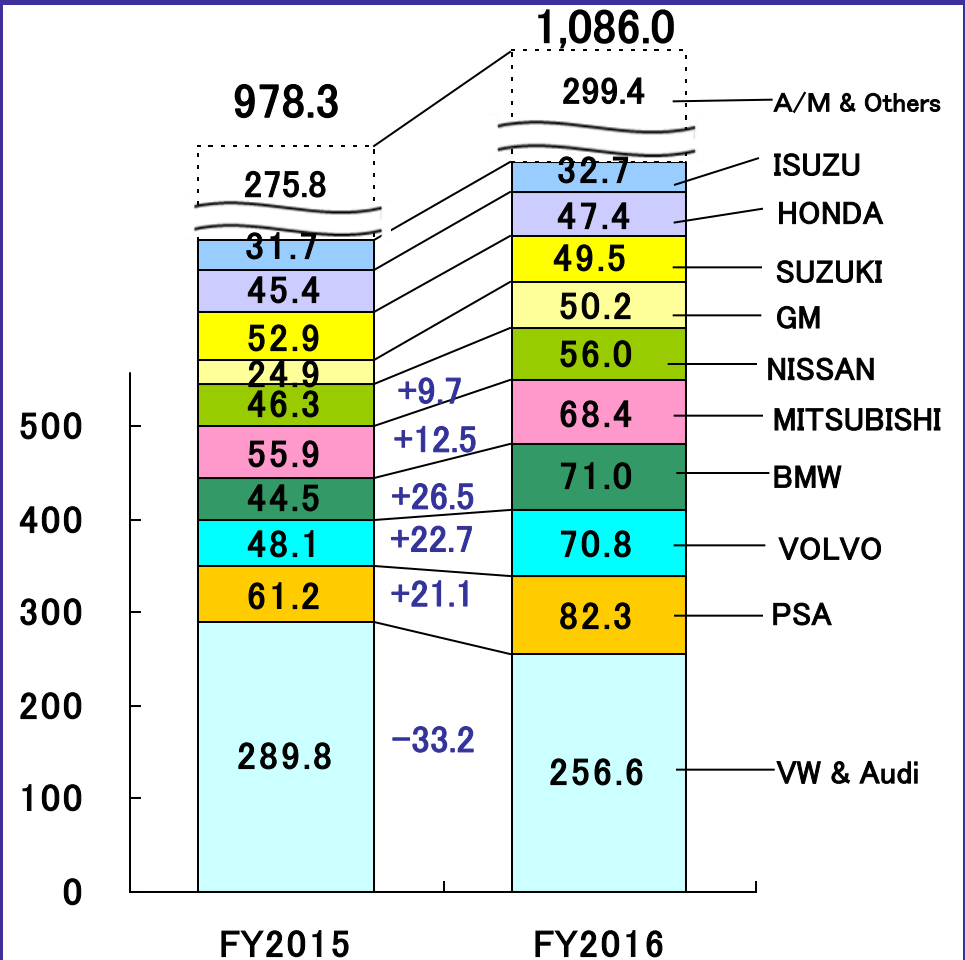
Life & others
106.0

Other
Manufacturers
1,086.0



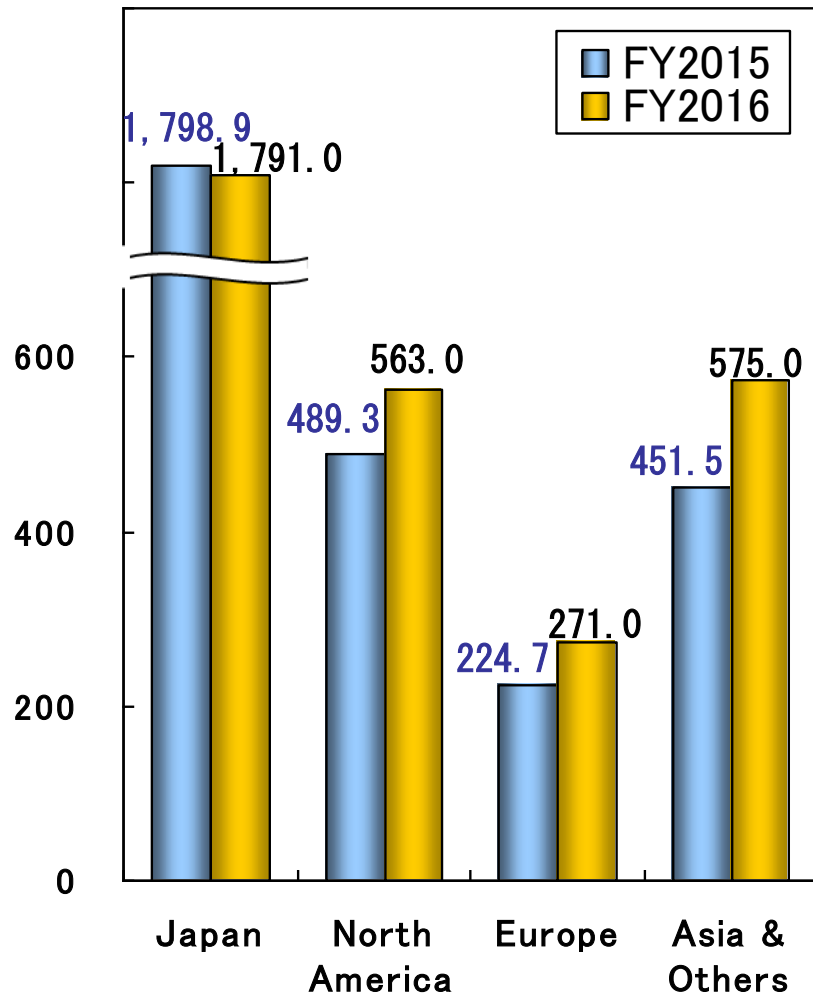
Toyota
Group
2,008.0
62.8%

Other Manufacturers sales breakdown



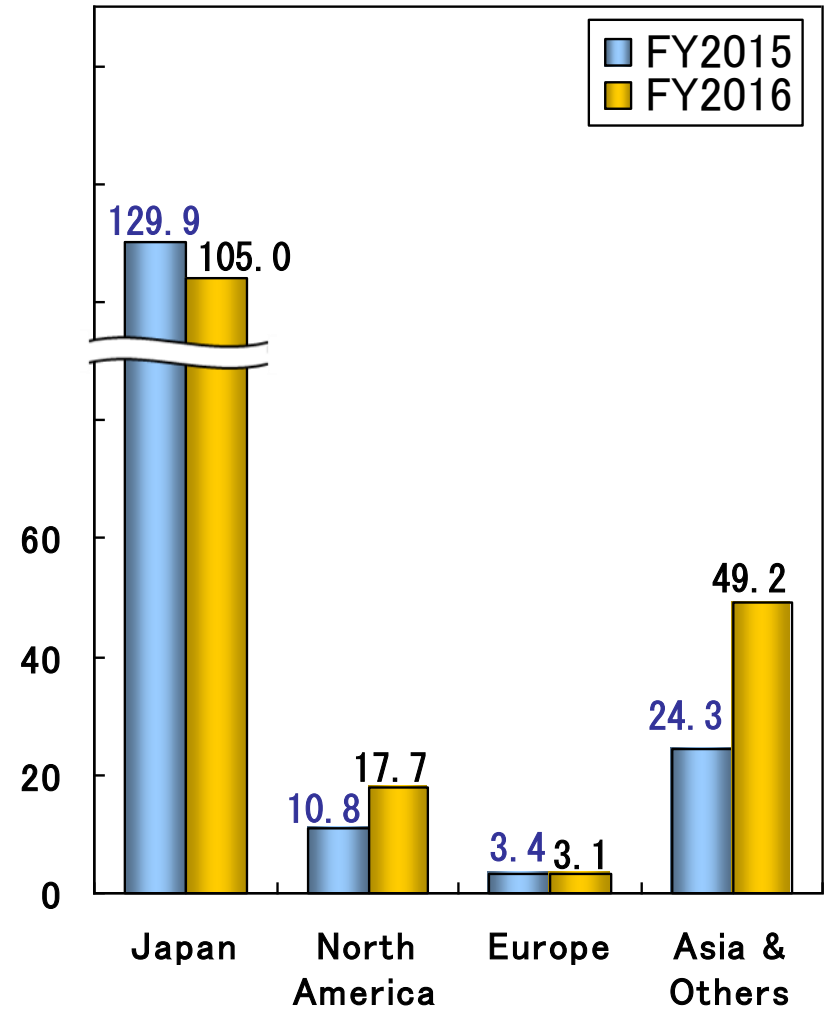
Net Sales

Billion yen



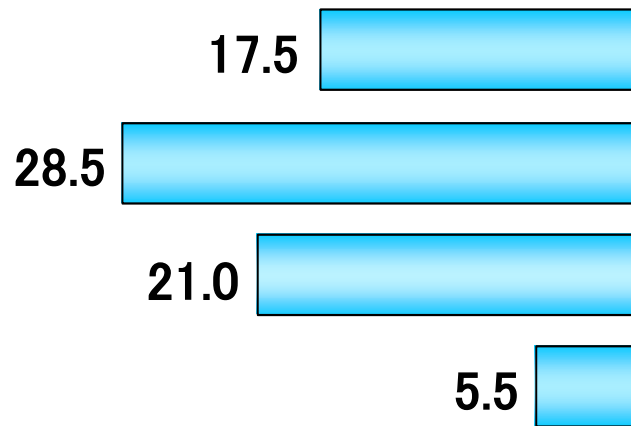
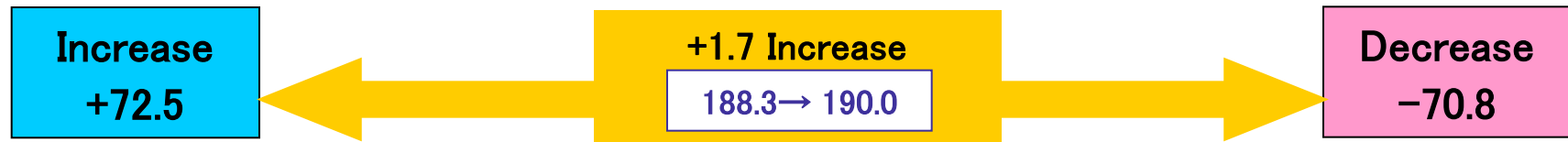
Operating Income

Billion yen

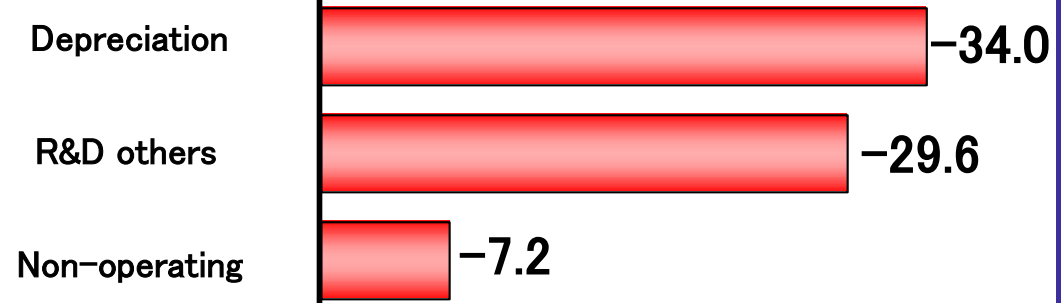


【FY2015 / FY2016】

Billion yen

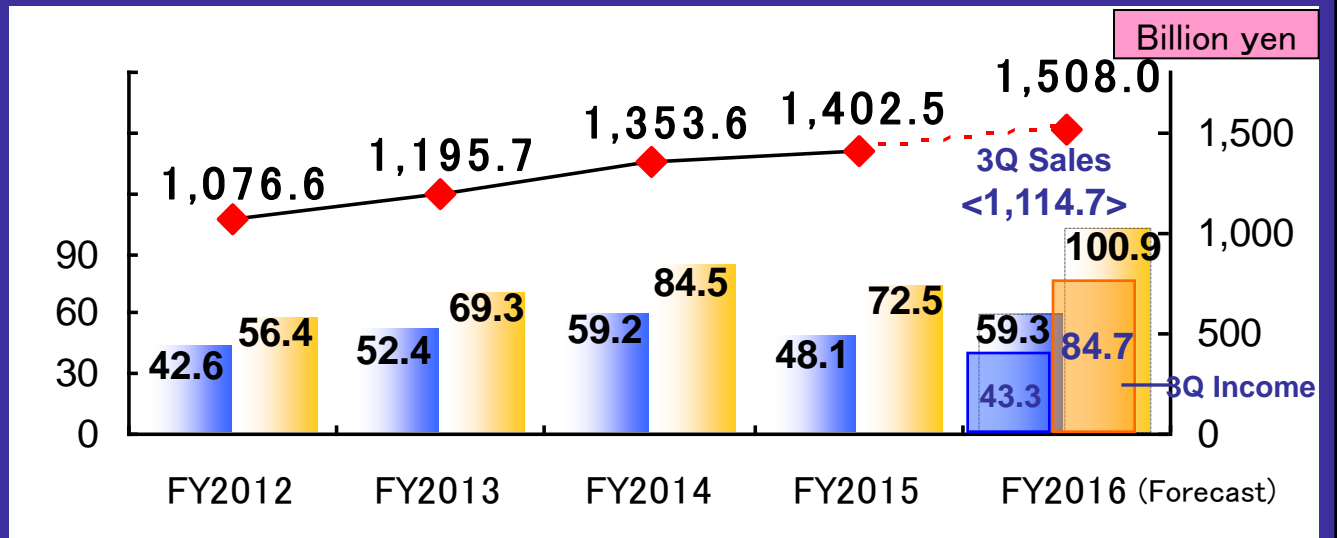
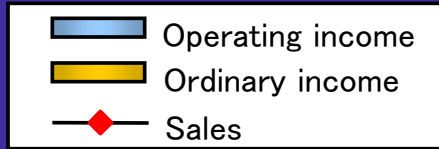


Sales fluctuation
 Cost structure improvement
 Forex rate
 1US\$: ¥110 → ¥121
 1EUR : ¥138 → ¥134
 Change of material price

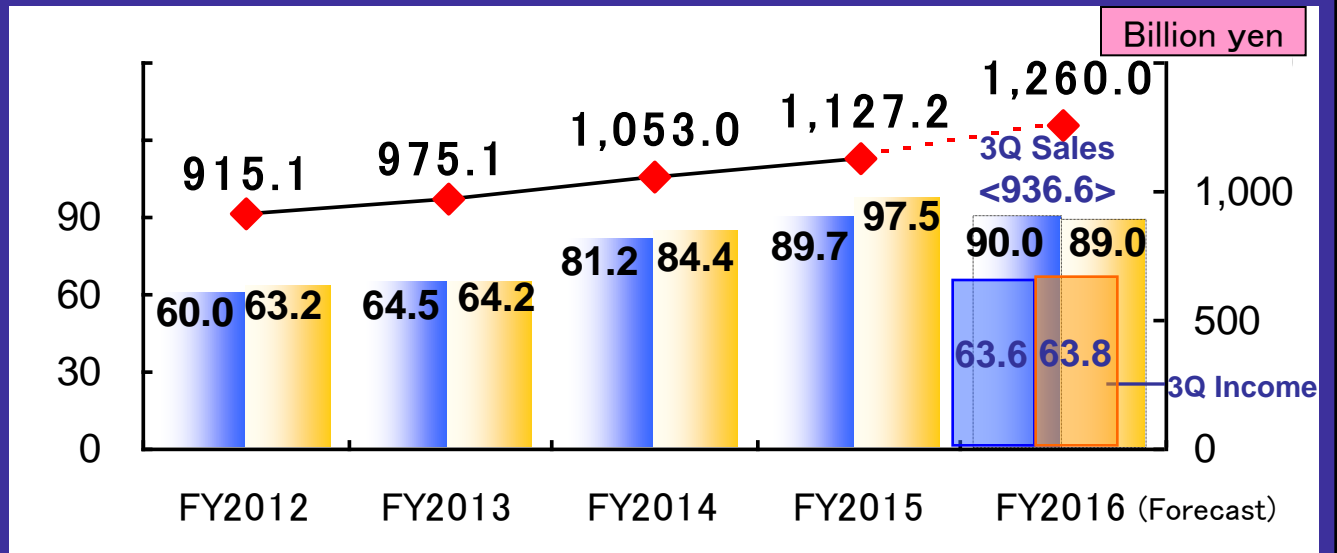
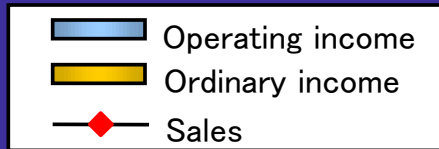


Plan to plan (October 31)	1,900 → 1,900(±0)	
Cost structure improvement	+1.0	
Forex rate	+1.0	
Change of material price	+2.0	
Sales fluctuation		-2.5
R&D others		-1.5

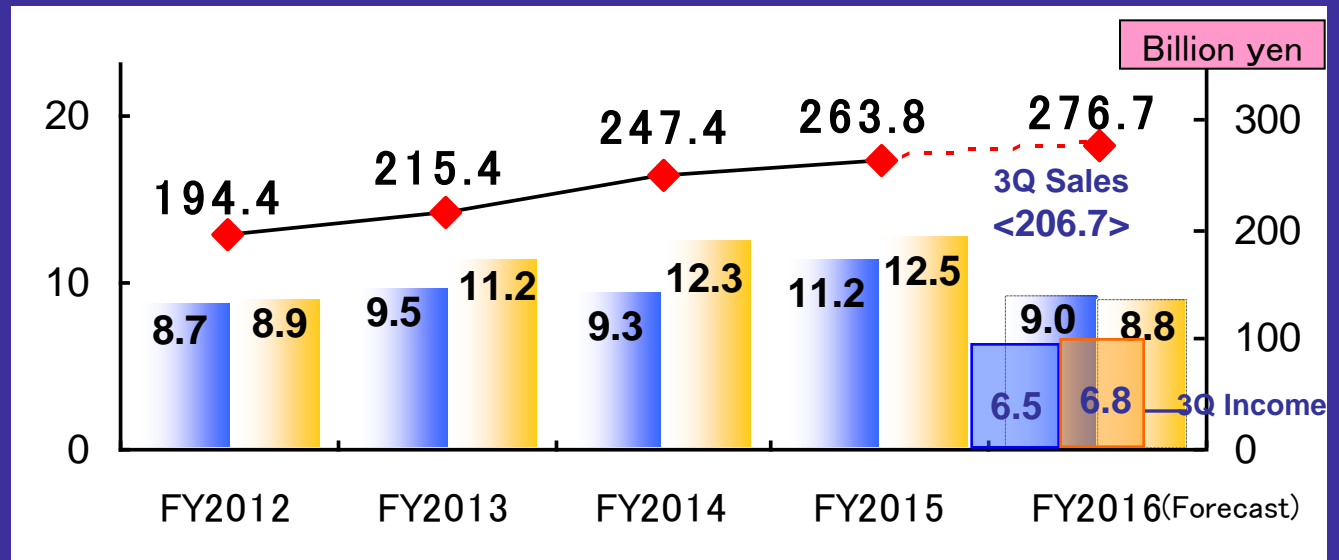
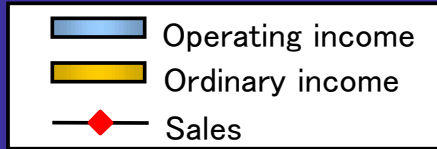
AISIN SEIKI Group



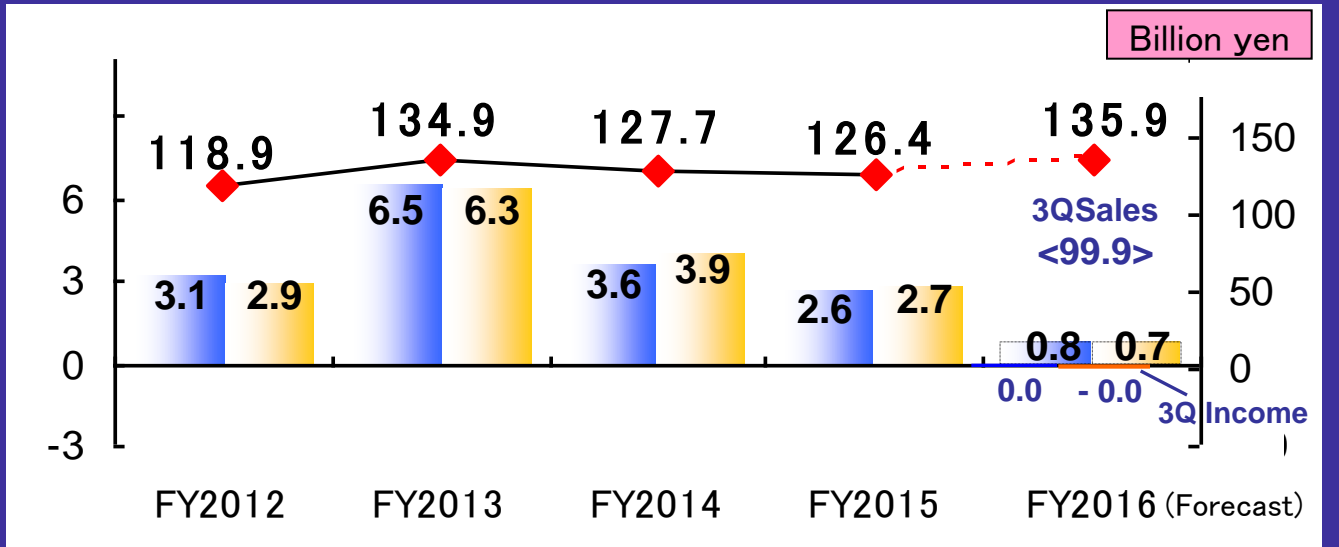
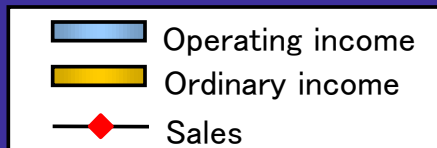
AISIN AW Group



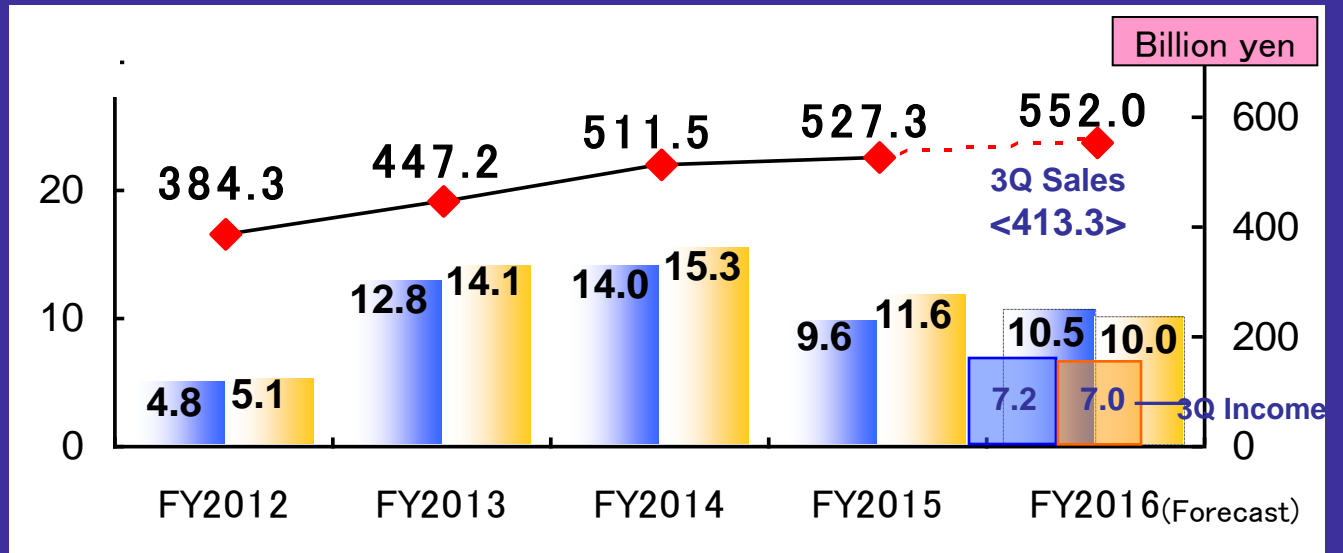
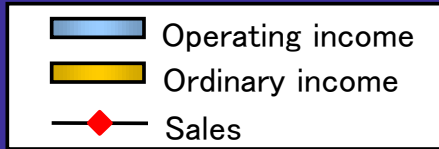
AISIN Takaoka Group



AISIN AI Group

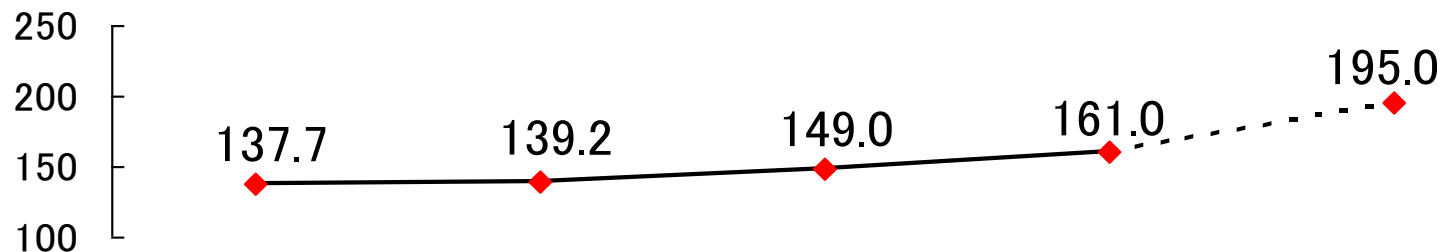


ADVICS Group

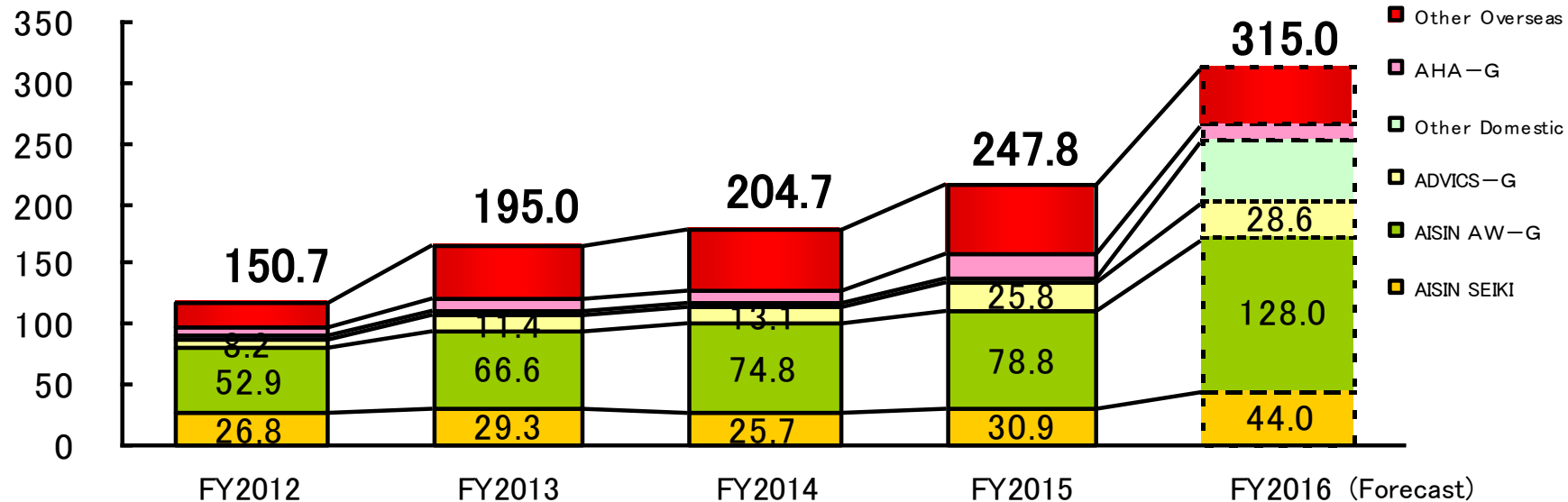


Depreciation

Billion yen

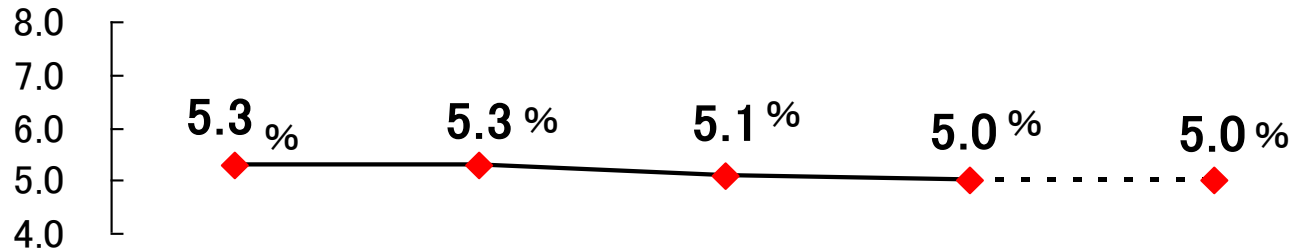


Capital Expenditure



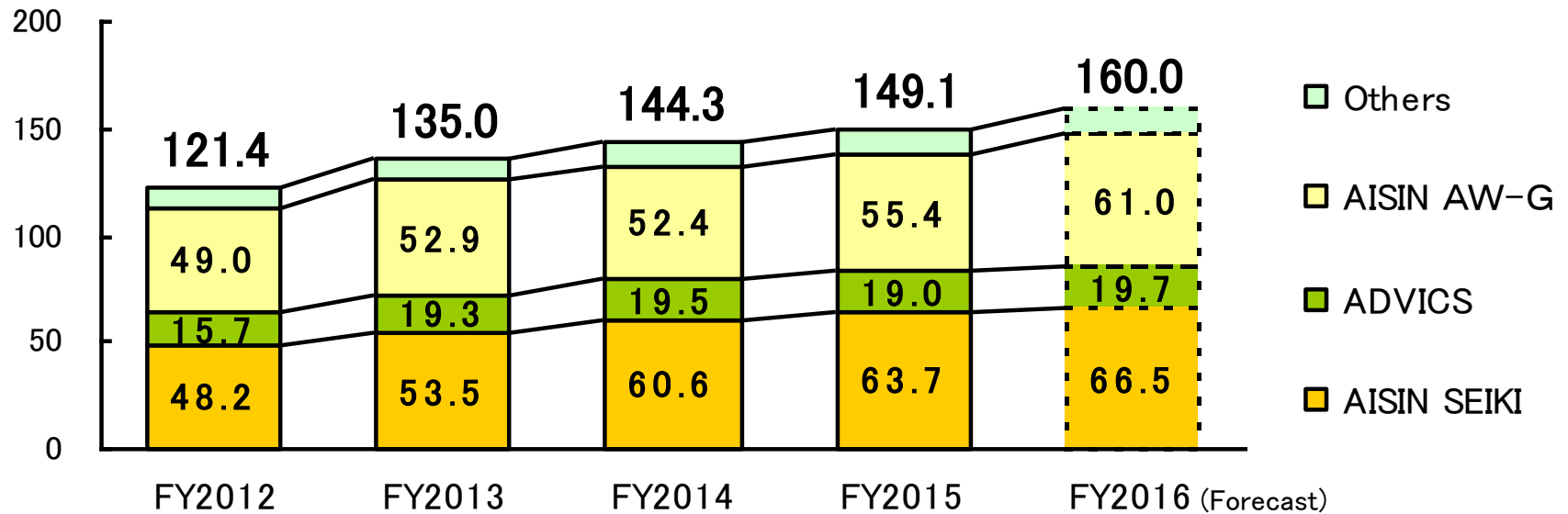
R & D Expenditure / Net Sales

%

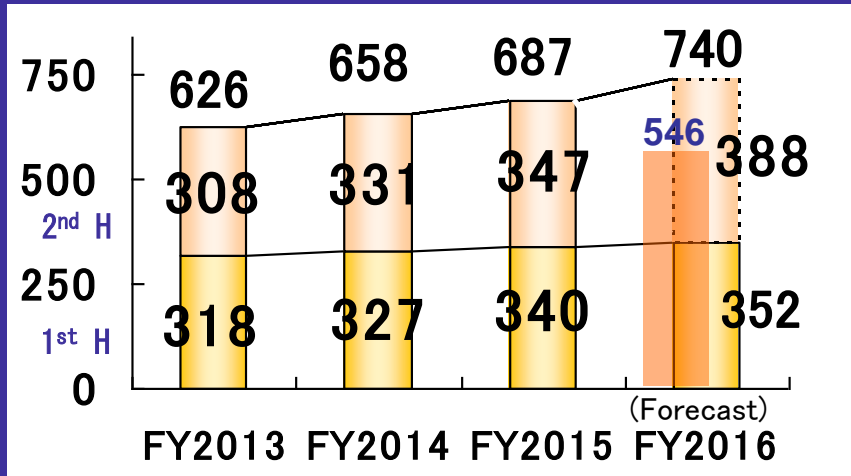


R & D Expenditure

Billion yen

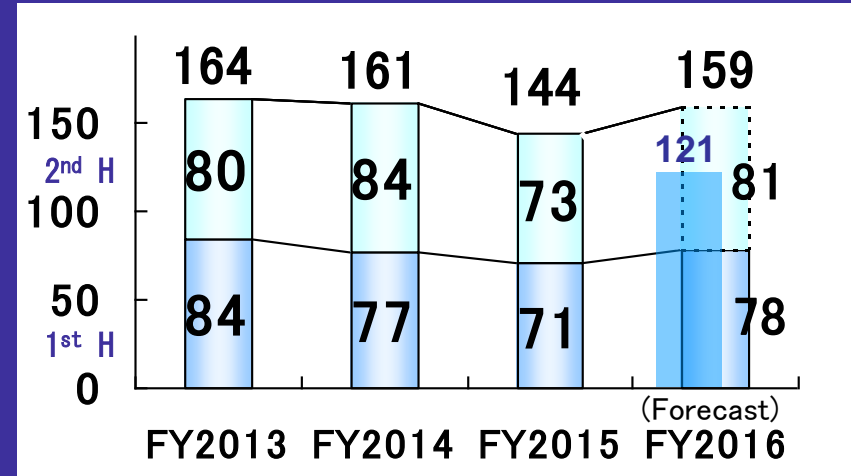


AT Production

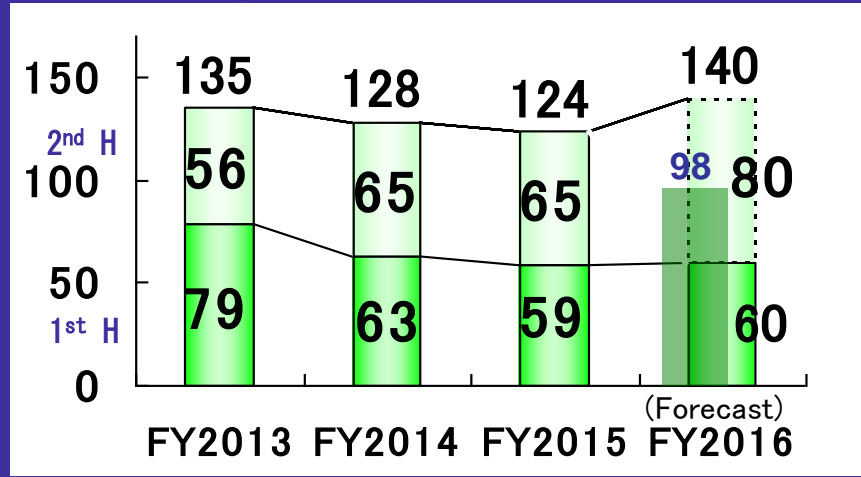


10,000 of units

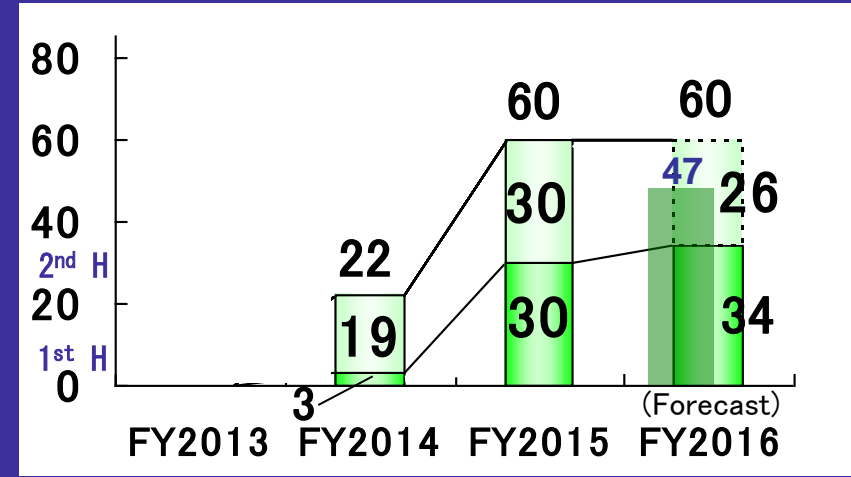
MT Production



Navigation System Production

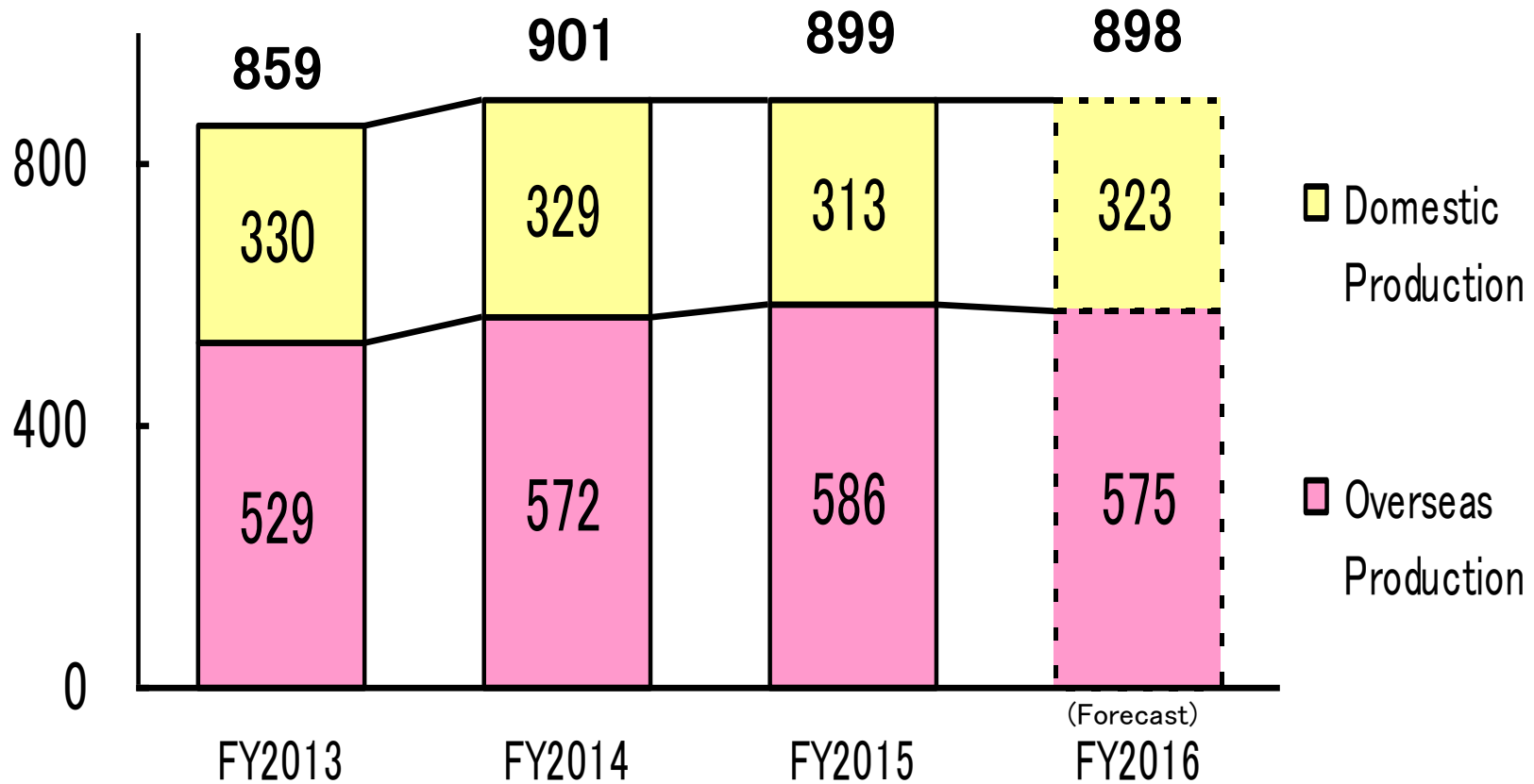


Navigation Soft Production

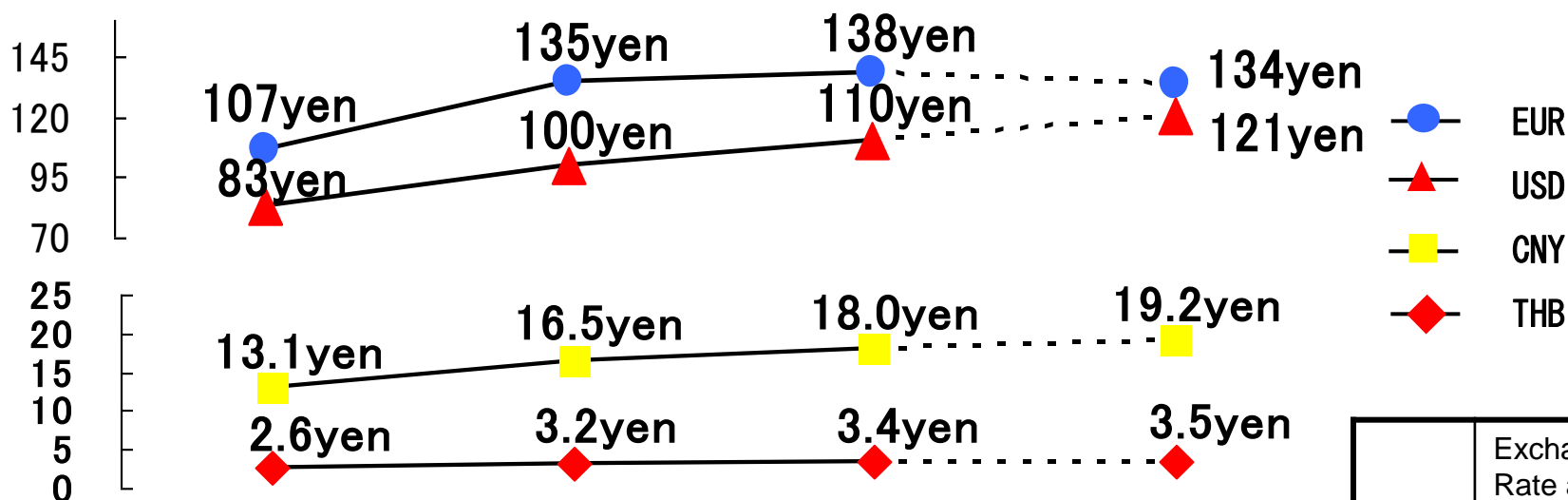


TOYOTA Motors Production

10,000 of units



Foreign Exchange Rate



Impacts on Operating Income

Forex Impact on Operating Income per 1(or 0.1) yen

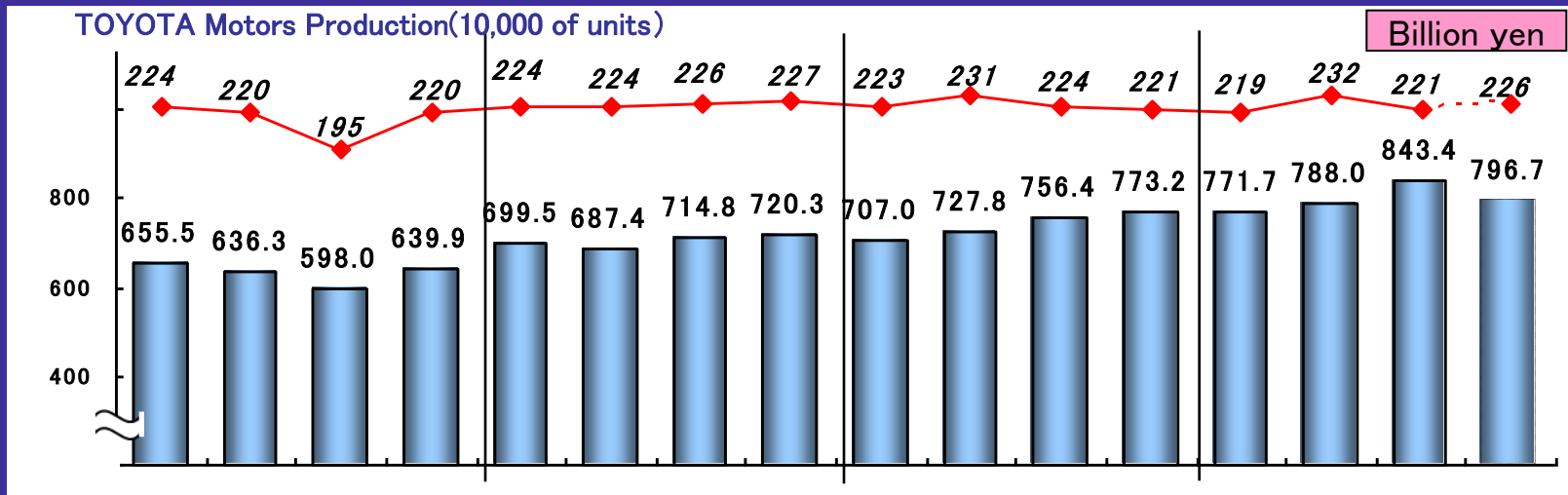
Billion yen

	FY2013	FY2014	FY2015	FY2016(Forecast)
USD	1.42	1.46	1.46	1.25
EUR	0.15	0.13	0.14	0.13
THB*	0.80	0.79	0.74	0.73
CNY*	0.16	0.19	0.26	0.52

	Exchange Rate after January
1USD	120 yen
1EUR	130 yen
1THB	3.4 yen
1CNY	19.0 yen

*Impacts of THB and CNY are per 0.1yen.

Net Sales



Operating Income

